IN THE CLAIMS

Claims 9-13 and 25-29 are cancelled. Claim 33 is new. Please amend the following claims which are pending in the present application:

1. (Currently amended) A method for generating forecast information corresponding to an organization, comprising:

identifying ~~inputting~~ hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member~~s~~ of the organization;

identifying ~~inputting~~ ~~forecast~~ opportunity data or revenue data corresponding to members of the organization, the opportunity data including at least an opportunity name, opportunity value and opportunity probability;

calculating forecast data from the opportunity data and revenue data corresponding to members of the organization;

defining visibility rules that specify the forecast data that are visible to each member of the organization according to the hierarchy data; [[and]]

enabling a forecast to be generated for ~~any~~ member~~s~~ of the organization ~~for which a forecast is applicable~~, wherein each forecast ~~that~~ is generated ~~is~~ based on forecast data ~~that are visible to the~~ of corresponding members ~~to whom that forecast corresponds as specified by~~ according to the visibility rules; and

enabling the members to modify the forecast data based on the revenue data or opportunity data of corresponding members.

2. (Original) The method of claim 1, wherein the hierarchy structure comprises a plurality of management levels; further comprising:

defining visibility rules that specify the forecast data that are visible to each management level of the organization; and

enabling a forecast to be generated for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

3. (Original) The method of claim 1, wherein a forecast is generated for a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

4. (Original) The method of claim 1, further comprising:

creating a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon; and

using the set of parameters in the forecast series to generate the forecast.

5. (Original) The method of claim 4, wherein the set of parameters in the forecast series include parameters that define the visibility rules for forecasts that are based on the forecast series.

6. (Original) The method of claim 1, further comprising:

enabling a member of the organization to submit a forecast to a superior; and

preventing the member from modifying the forecast after it has been submitted.

7. (Original) The method of claim 6, further comprising enabling the superior to which the forecast was submitted and/or a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast.

8. (Original) The method of claim 1, further comprising presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

9 - 13. (Cancelled)

14. (Currently amended) A method for generating and presenting forecast information, comprising:

identifying ~~inputting~~ hierarchy data defining members of an organization and a hierarchical position ~~held by~~ of each member;

identifying ~~inputting forecast~~ opportunity data or revenue data corresponding to members of the organization, the opportunity data including at least an opportunity name, opportunity value and opportunity probability;

calculating forecast data from the opportunity data and revenue data corresponding to members of the organization;

determining an identity of a current forecast participant who is a member of the organization;

identifying members of the organization who are subordinate to the current forecast participant based on the hierarchy data;

~~generating forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant; and~~

presenting forecast data to the current forecast participant, wherein ~~such that~~ the ~~current forecast participant may view~~ forecast data specific to each of said one or more subordinate members is viewable by the current forecast participant ~~and view forecast data that are aggregated across the forecasts of said one or more subordinate members~~; and

enabling the current forecast participant to modify the forecast data based on the revenue data and opportunity data of the one or more subordinate members.

15. (Original) The method of claim 14, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, further comprising:

automatically generating a forecast for any member among said one or more selected members who has yet to submit a forecast; and

generating a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that are automatically generated.

16. (Original) The method of claim 15, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

17. (Currently amended) A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:

identifying ~~enabling~~ hierarchy data defining a hierarchy structure of the organization to be entered into the machine, including data identifying a hierarchical position of each member~~s~~ of the organization;

identifying ~~enabling forecast~~ opportunity data or revenue data corresponding to members of the organization to be input into the machine, the opportunity data including at least an opportunity name, opportunity value and opportunity probability;

calculating forecast data from the opportunity data and revenue data corresponding to members of the organization;

defining ~~enabling~~ visibility rules that specify the forecast data that are visible to each member of the organization according to the hierarchy data ~~to be entered into the machine~~; [[and]]

generating ~~enabling~~ a forecast ~~to be generated~~ for ~~any~~ members of the organization ~~for which a forecast is applicable~~, wherein each forecast ~~that~~ is generated ~~is~~ based on forecast data of corresponding members ~~that are visible to the member to whom that forecast corresponds as specified by~~ according to the visibility rules; and

enabling the members to modify the forecast data based on the revenue data or opportunity data of corresponding members.

18. (Original) The machine-readable media of claim 17, wherein the hierarchy structure comprises a plurality of management levels and wherein execution of the machine instructions further performs the operations of:

enabling visibility rules that specify the forecast data that are visible to each management level of the organization to be entered into the computer; and

enabling a forecast to be generated for any management level of the organization, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.

19. (Original) The machine-readable media of claim 17, wherein a forecast is generated for a manager and wherein the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is <= n levels below a management level occupied by the manager.

20. (Original) The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling a forecast series comprising a set of parameters that define attributes of forecasts that are based thereon to be entered into the machine; and

using the set of parameters in the forecast series to generate the forecast.

21. (Original) The machine-readable media of claim 20, wherein the set of parameters in the forecast series include parameters that define the visibility rules for forecasts that are based on the forecast series.

22. (Original) The machine-readable media of claim 17, wherein execution of the machine instructions further performs the operations of:

enabling a member of the organization to submit a forecast to a superior; and

preventing the member from modifying the forecast after it has been submitted.

23. (Original) The machine-readable media of claim 22, wherein execution of the machine instructions further perform the operation of enabling the superior to which the forecast was submitted and/or a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast.

24. (Original) The machine-readable media of claim 17, wherein execution of the machine instructions further perform the operation of presenting forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

25 - 29. (Cancelled)

30. (Currently amended) A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates and presents forecast information corresponding to an organization by performing the operations of:

identifying ~~enabling~~ hierarchy data defining members of an organization and a hierarchical position ~~held by~~ of each member ~~to be input into the machine~~;

identifying ~~enabling~~ ~~forecast~~ opportunity data or revenue data corresponding to members of the organization ~~to be input into the machine~~, the opportunity data including at least an opportunity name, opportunity value and opportunity probability;

calculating forecast data from the opportunity data and revenue data corresponding to members of the organization;

determining an identity of a current forecast participant who is a member of the organization;

identifying members of the organization who are subordinate to the current forecast participant based on the hierarchy data;

~~generating forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant; and~~

presenting forecast data to the current forecast participant, wherein ~~such that~~ the ~~current forecast participant may view~~ forecast data specific to each of said one or more subordinate members is viewable by the current forecast participant ~~and view forecast data that are aggregated across the forecasts of said one or more subordinate members~~; and

enabling the current forecast participant to modify the forecast data based on the revenue data or opportunity data of the one or more subordinate members.

31. (Original) The machine-readable media of claim 30, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and wherein execution of the machine instructions further performs the operations of:

automatically generating a forecast for any member among said one or more selected members who has yet to submit a forecast; and

generating a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that are automatically generated.

32. (Original) The machine-readable media of claim 31, wherein the manager occupies at least a second level of management in the organization's hierarchy and automatically calculating forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast is applied in a recursive manner from lower levels to higher levels in the organization's hierarchy.

33. (New) A system comprising:

a forecast series block to identify hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization and to define visibility rules that specify the forecast data that are visible to each member of the organization according to the hierarchy data;

an opportunity and revenue scheduling creation block to identify opportunity data or revenue data corresponding to members of the organization, the opportunity data including at least an opportunity name, opportunity value and opportunity probability and to calculate forecast data from the opportunity data and revenue data corresponding to members of the organization; and

a forecast creation block to enable a forecast to be generated for members of the organization, wherein each forecast is generated based on forecast data of corresponding members according to the visibility rules, and to enable the members to modify the forecast data based on the revenue data or opportunity data of the corresponding members.